

# Case Study: Pelican Products, Inc.

## Pelican Achieves \$64K Annual Savings and Sustainable Development Goals with Stem



Pelican Products is a leading manufacturer of multi-use, durable, and reliable products. With a mission to protect what's valuable to its customers, Pelican identified operational standards per the United Nations Climate Action Sustainable Development Goals (SDGs), including their commitment to recycle, reduce waste, and institute energy conservation programs.

Faced with rising demand charges and changing rate structures, Pelican pursued energy storage to optimize its monthly utility bills, gain the flexibility to buy energy at the most inexpensive times, and use stored power when costs are higher. Pelican first installed Stem's smart energy storage at its Torrance site in 2018. The success of that project moved Pelican to install another energy storage system at a second location a year later. In 2020, the combination of Stem's Athena® smart energy software saved Pelican more than \$64,000 on utility bills.

“ As a leading manufacturer of multi-use, durable, and reliable products, Pelican commits itself to sustainable operations and energy efficiency excellence. Stem's Athena® software has consistently delivered significant savings to our facilities' operational costs with smart energy storage. Plus, their exceptional service and similar commitment to making clean energy more reliable, accessible, and affordable made choosing them an easy decision. ”

**Luis Hurtado**

Director of Manufacturing Operations



### Challenge

Pelican was initially drawn to battery storage for its appeal as a cutting-edge technology that could reduce facility energy costs for two of its locations in Torrance, California. Like other Southern California businesses, Pelican has faced growing energy costs as a result of a congested electric grid with high demand charges during peak times when its facilities are operational. In order to optimize its utility bill, Pelican sought a turnkey energy solution of forecasting and monitoring energy usage as well as competitive performance guarantees.



### Solution

When Pelican considered an energy storage provider, Stem's shared sustainability focus stood out to further and differentiate its energy efficiency focus. Plus, our savings approach meant that Pelican could realize immediate savings without an upfront capital investment. Through the Southern California utility's Local Capacity Requirements (LCR) procurement program, Stem's energy storage system allows Pelican to deliver flexible capacity back to the grid as part of the demand response solution.



### Results

Stem's best-in-class Athena software optimizes both Torrance sites' battery storage systems to provide optimized utility bills. The automated demand charge management and energy arbitrage allows Pelican to set-and-forget their energy loads during operational hours. In 2020, Stem's Athena software saved Pelican more than \$64K across both its systems while exceeding its average monthly performance guarantee.

#### Location

Torrance, CA

#### Facility Type

Office Building  
Manufacturing Facility

#### Solutions

Energy Storage, Utility  
Bill Optimization, Demand  
Response, Sustainability

#### Annual Savings

\$64K Across Two Sites

#### Energy Storage System Size

530 kW / 2.1 MWh

54 kW / 108 kWh

#### Stem Operational Date

June 2018, March 2019

To learn more about Stem's solutions, contact [stem.com/contact-us](https://stem.com/contact-us).